RJ REYNOLDS
TOBACCO COMPANY

S. G. STEEN
Regional Operations Mgr

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December 15, 1993

RJR Account #055600
Mr. B. Kobielski
BISHOP CO.

January Monthly Promotion: *Winston Select B2G1F*

Dear Bob:

Listed below is pertinent information pertaining to our **January 1994** automatic monthly display shipment to your participating retail accounts:

Brands
- *Winston Select Box*
- *Winston Select Lt Kg*
- *Winston Select Lt Box*
- *Winston Select Lt 100*

Product / Premium Arrival:	Week of: <u>January 4, 1994</u>
Ship Date to Retail:	Week of: <u>January 10, 1994</u>
SKU CUBE:	1.1163
SKU WT (w/o Product):	3.500 lbs
Retail Sales Offer per Sku:	40 units

Promotion Description: Utilize self-contained shipper. Shipper has 40 buy-2-get-1-free sleeves. Buy-1-get-1-free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

Billing per Sku:	8 Full Price Cartons
EFT $ Amount:	$N/A
NON EFT $ Amount:	<u>$1,882.68</u>

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B2G1F
BISHOP CO.

Attached is a list of accounts authorized to receive the packed displays. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to $112.00 (4 cases @ $28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

S. G. Steen
Regional Operations Manager
SGS/jc
T. A. McMahon

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

VAPB2G1F.DOC

GHCP18RN1626XX   TEMPORARY PAYMENT DETAIL REPORT   01/24/94

ACCOUNT NUMBER: 055600   THE BISHOP COMPANY
VOUCHER NUMBER: 15206760   NIAGARA FRONTIER
DATE WRITTEN: 01/24/94   FOOD TERMINAL
STATUS: PAID   BUFFALO . NY 14240
AMOUNT PAID: 112.00

DESCRIPTION   UNITS   AMOUNT

PKS W/PREM/BSGSF   4.00   112.00

EXPLANATION: WINSTON SELECT B2G1F (#400120) / JC

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